

CUSTOMER SUCCESS



Sage BusinessWorks Paves the Way to Success for Delello & Sons

When tourists stroll through Conner Prairie Living History Museum, they're stepping all over the work of Delello & Sons. So are folks at many Midwestern golf courses, sports paths, basketball courts, and even residential driveways. That's because they're walking or driving on asphalt installed by Delello & Sons, one of the largest residential paving companies in Central Indiana.

Delello & Sons is a family business owned by Jeff and Lois Delello. From modest beginnings with just 10 workers 15 years ago, the company has grown dramatically and now boasts more than 40 employees and \$5 million in revenue every year.

In 1997, the manufacturer of the Delello's accounting software went out of business. Lois Delello found a reseller she trusted and checked out both entry-level off-the-shelf packages as well as complex high-end business systems.

"I needed something that would allow one person to do all of our billing, checks, and payroll without outside assistance, and run on the Windows 95 platform we had at the time," says Delello. "Sage BusinessWorks Accounting had exactly what we needed. Not only did it give us comprehensive features, but it was also both affordable and easy to use."

Upgrading to Sage BusinessWorks

Delello's system needs changed with growth, however. The company needed to add users and convert to a more current operating system. "We bought a new server, seven more computers, and Windows XP," Delello explains. "At the same time, we decided to stick with a winner for our accounting application and upgraded to Sage BusinessWorks."

Sage BusinessWorks is now used to track all financial transactions at Delello & Sons, including general ledger, payables, receivables and payroll. "I sometimes get calls from payroll service companies wanting me to outsource to them," Delello says. "I just laugh. Sage BusinessWorks makes payroll so easy, why would I ever pay somebody to do it?"

Customer:

Delello & Sons Asphalt Paving, Inc.

Industry:

Asphalt contractor

Location:

Westfield, Indiana

Number of Locations: One

Number of Employees: 40

System:

Sage BusinessWorks

- Accounts Payable
- Accounts Receivable
- Cash Management
- General Ledger
- Payroll
- System Manager

CHALLENGE

Manufacturer of legacy accounting software went out of business, leaving Delello without support or upgrade options.

SOLUTION

Sage BusinessWorks on fully upgraded server and workstations, plus full suite of accounting modules.

RESULTS

Five-fold improvement in data storage capabilities; savings from performing payroll functions in-house; ability to manage multiple companies on a single system.

Enhanced access has been a big benefit of the new system. Several people can work on billing at the same time. It's now possible to add a clerical assistant, something the company has needed for a long time. Also, Jeff Delello, Lois's husband, can have a computer on his desk with full reporting functions for better operational control.

"Jeff has everything at his fingertips," Lois comments. "He can see where our sales are compared to last month or last year. If he's meeting with an employee, he can look up dates, salary, and performance data on the spot. And now he's much more effective when doing receivable calls. Instead of printing out a report in advance, he can access a customer's account information during a conversation. He never thought he'd need all these features. But now that he's got them, he loves them."

Five-fold Increase in Data Storage

Time to complete most accounting tasks is shorter now, thanks to Sage BusinessWorks. "We could only store a year's worth of data before," Delello notes. "Now we've got a five-year capacity. This will save me lots of time every year, because I won't have to dig through old files."

Delello plans to implement the solution's Job Cost module soon. "It's very time-consuming to calculate labor and material costs manually on large commercial projects. I can't wait to have Sage BusinessWorks do the work for me," she says.

Being die-hard entrepreneurs, the Delellos also operate two other business entities on Sage BusinessWorks. Lois says the multi-company capabilities make life much easier, as she knows the accounting will be done properly—no matter which venture she and her husband are tracking.

"I wouldn't want to do my job without Sage BusinessWorks, even if I could," says Delello. "I absolutely recommend it for companies like ours who need multiple-user functionality at an affordable price."

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ABOUT SAGE SOFTWARE

Sage Software supports the needs, challenges, and dreams of more than 2.7 million small and mid-sized business customers in North America through easy-to-use, scalable, and customizable software and services. Our products help manage a complete range of business functions including: accounting, operations, customer relationship management, human resources, time tracking, merchant services and the specialized needs of the construction, distribution, healthcare, manufacturing, nonprofit, and real estate industries.

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